[REDACTED] [REDACTED]

Email: [REDACTED] **Mobile:** [REDACTED]

Summary

Result driven product manager with over 14 years of experience in many areas of Fin-tech and banking/payment industry managing various products and services including issuing/acquiring end to end systems, seeking a challenging opportunity in a senior product management strategic position within a thriving organization which values people and

Strengths

- Teamwork spirit, Results orientated, Self-Motive, Outstanding verbal and written communication skills
- Analytical and data driven decision-making, Project management, Team management, customer centric

Skills

Product Management/   :

- Stakeholder management, Cross-function teams engagement, Product lifecycle, Roadmap, Strategy, Business case
- Market and business analysis, End to end delivery, Digital, Agile/Scrum, Sales product support, SaaS, B2B
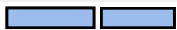
Payment/Financial Industry:

- <u>Issuing/Merchant Acquiring:</u> EMV Smart cards and Certification, ISO-8583, EFT-POS, Payment Gateways
- <u>Mobile/Internet:</u> Mobile Payment/Wallet, NFC, Could Payment/HCE, Card Not Present, Wearables, IoT

Technology:

- Network and Software Development Background, SDLC, PKI, Linux, Web technologies, DB/SQL, SharePoint, Jira

Career history

[REDACTED] [REDACTED]   [REDACTED] - [REDACTED]

A leading provider of open platform technology for the smartcard industry acquired by Gemalto in [REDACTED]

Product Manager   [REDACTED] - [REDACTED]

Products include MULTOS platforms, EMV applications and tools. My tasks include but are not limited to lifecycle management as well as new products introduction from planning to getting engaged in scheme certification, EMV migration, and product launch.

- Increased sustainable growth of revenue, profit and penetration rate in different countries (B2B)
- Improved internal processes of development and certification of EMV debit/credit applications.
- Introduced new form factors such as 'Mobile payment contactless sticker and MiniTags' to company's product portfolio dealing directly with partners in supply chain leading to company's active presence in mobile payment
- Lead the company in entering the new emerging mobile technologies and solutions including wearables
- Enhanced company's product life cycle management using different metrics leading to customers easier migration and acceptance as well as reduction in product package time-to-market
- Supporting sales and support teams with product knowledge in 5 main regions of the world covering 40+ countries
- Leading rule in US Durbin debit requirement analysis and gathering managing to enter strongly in US EMV migration ramp-up resulting in tens of millions card sold loaded with MULTOS platform to major issuers.

[REDACTED]   [REDACTED] - [REDACTED]

A leading company providing card payment solutions and products to banks and payment service providers (PSP). InfoTech International is a turned key payment technology and solution provider to a vast number of issuers and financial institutes.

Product Manager   [REDACTED] - [REDACTED]

- Expanded company's product portfolio leading to excessive sales and market presence.
- Exceled [REDACTED] EFT-POS terminals position in QLD by competitor and market analysis and value proposition.
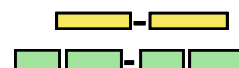
- Initiated successful partnership for new potential products such as Mobile banking/payment products.
- Delivered ISG (InfoTech service gateway) for services such as mobile air top up (SaaS)
- Organized a more efficient product development process and enhanced product portfolio.
- Coached and guided a product manager in Product Management department as the head of products.
- Expanded the feature-set and therefore target market for Network Management Software (NMS)
- Worked very closely with R&D team using Scrum methodology to deliver the best for stakeholders.

Head of Department – Payment Networks

- Gathered and coached the most efficient and creative team of InfoTech (announced officially by CEO), a team of 11 including software developers, testers and network support.
- Reshaped and Delivered new version of web based NMS (Network management software) as SaaS
- Improved the applications on NCC cards through close team work with ▭ R&D center.
- Major role in obtaining ▭ master distribution and R&D/support partner in the region as well as International support for EMEA region including trainings, consultation and installations in various countries.
- Expansion of clients to 12 of the largest issuers and financial institutes supervising requirement analysis, designing, deployment, customization, support and maintenance.

Software Developer and Tester

- Performed quality control for ▭ EFT-POS terminals and NCC (Network Connection ▭ devices
- Executed test plans and created test reports
- Developed and debugged EFT-POS applications for ▭ terminals and NCC cards
- Prepared user manuals and technical specification document

Certifications/Trainings

Project Management Fundamentals ▭ institute of Management | Sydney)
Practical Agile for Product Management (Brainmates | Sydney)
Essentials of Product Management (Brainmates | Sydney)
▭ Foundation Program (Chattered Institute of ▭ | Singapore)
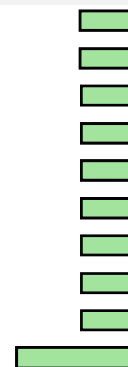Mobile/Contactless payment (UL | Sydney)
Mobile payment/NFC/TSM (Gemalto | Singapore)
▭ EFT-POS platform ▭ | Paris)
Linux LPI-1 (Linux Professional Institute | Tehran)
Cisco Certified Network Associate [CCNA] (Cisco | Tehran)
Network Connection ▭ ▭ | ▭

Education

BSc. in Computer Science (Hardware Engineering)

Interests

Music, Traveling, Movies, Books, Dogs, Basketball, Swimming, Table tennis, Camping